



EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

F.A.S. - Univ. of Florida

- 1758- Canned meats, fruits, vegetables, juices, specialties, wine, cigarettes (Germany).
1763 Established shipchandler in business since 1896 is interested in buying following annual quantities of products: Canned meats, all types, \$50,000; canned fruits, vegetables, fruit and vegetable juices, \$100,000; canned soups, dry beans, all types, specialties, nationality foods, \$150,000; wines and other alcoholic beverages, \$100,000; cigarettes, all American brands, \$50,000. Contact: Diedrich H. Rothe, Owner/Manager, August Warneken, Waller Ring 17, D-2800 Bremen 1, W. Germany. Phone: 0421/382958
- 1764 White beans (Belgium). Wants 500 tons of white beans, Michigan grade 1, in bags, delivery June 1980. Quote CIF. Bank ref: Bank Brussel Lambert 385-0028647-95. Contact: D. Decoster, Conserven Talpe N.V., 8110 Kortemark, Amersveldestraat NR 8, 8110 Kortemark (Belgium). Telex: 81616. Phone: 051/566671.
- 1766 Canned chicken, chicken sausages (Egypt). Food importer wishes to establish contact with a U.S. supplier of canned chicken luncheon meat in 340 gram cans. Also interested in importing chicken sausages. Bank ref: Banque du Caire, 19 Adly Str., Cairo. Contact: Ahmad Hamdy, General Manager, Al Chark Co. for Trade and Agencies, 16B, Dr. Mahmoud Ahmed El Hefny Str., Garden City, Cairo, Egypt. C.C.R. 172415- Cairo. Cable: CHARKTRAGE, Cairo. Phone: 22565.
- 1767 Soybean oil (Syria). Government tender with closing date October 9 for 1500 mt fully refined pure soybean oil according American condition AOCS method free fatty acid as olic max. 0.05 pct. packing tins 16-18-23 kgs brand and weight in arabic and contained in exportable cartons. Prices C&F liner terms Lattakia or Tartous including three pct Geza Commission. Shipment November 79 per regular liner vessels. Performance bond confirmed by Syrian Commercial Bank Br.3. Offers to be received by cable or telex latest Oct. 9, 79. Contact: Salem Haddad, Geza, cable DAMASCUS or telex 1009SY & 11370SY.
- 1768 Dried milk (Egypt). Wants trial shipment of 30 tons of powdered milk, instant, full cream, 26% at least fat, fortified with vitamin A, in 25 kg 7 ply bags. Delivery within 3 months. Quote CIF Egyptian ports. Bank ref: Banque du Caire. Contact: Mohamed Ali Hassan, G. E. C. O. Trading Organization, P.O. Box 680 Cairo; 93 Ahmed Orabi Street, Flat 501 Agouza, Cairo, Egypt. Telex: 2436 Nassar UN. Cable: GECORG. Phone: 811121.
- 1769 Hatching eggs (Argentina). Wants hatching eggs for broilers, 54,000 eggs per week, preferably Hubbard line. Minumum weight 52 grams, free from polo. cartons of 360 eggs. Delivery Nov.-Dec. 1979 to Dec. 1980. Shipment by air freight. Quote C&F Buenos Aires - CIF Buenos Aires. Bank ref: Lloyds Bank. Contact: Horacio Dewey, Gustavo Leza, S. A. P. R. A., Viamonte 1328, 2 P, Buenos Aires, Argentina. Telex: 22531 Noble AR. Cable: SAPRAVE, Buenos Aires. Phone: 45-3416/7 45-9781/4.

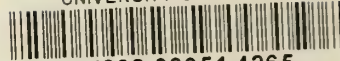
- 1770 Bred Holstein heifers (Peru). Government tender with offers up until October 29 for 850 Holstein bred heifers, 22-23 months, average Dam production first two lactations 5,000 kgs, 3% fat; and 700 non-registered, age 23 months and/or with four teeth upon shipment, 5 months bred, with average Dam herd production of 4,000 kgs with 3.2% fat. Shipment must be within 90 days after signing the contract. Performance bond for 10% total value and all-risk insurance policy for individuals traveling to U.S. to select animal from departure through arrival to Lima. Quotations CIF. Full details from address below. Contact: President of the Comité De Adquisiciones (Purchasing Committee), Oficina De Abastecimientos Y Servicios Auxiliares (Supply and Auxiliary Services Office), Ministerio De Agricultura Y Alimentación, AV Salaverry S/N, Jesus Maria, Lima - Peru. Phone: 324040 or 326040, Lima.
- 1771 Popcorn (Belgium). Wants one or two container loads of popcorn in 284-1814 gram jars, cans, decanters, bags, and 22 kilogram bags. Quotations CIF and FOB and samples. Bank ref: Lloyds B/Handelsbank/Kredietbank. Contact: Emile Van Riel, C. A. Suy, 7 Waalse Kaai - 2000 Antwerp (Belgium). Telex: 31467. Phone: 031/380890.
- 1772- Soybean meal, dried milk, wheat offals (Austria). Agent for Hong Kong firm is
1773 interested in long term contract for 150 mt per month for each of the following: soybean meal, non-fat dry milk solids, wheat bran; bran and pollard (mill-run offals); bran, coarse; and pollard, fine. Moisture content of each (not to exceed 12%, bags of 45 or 50 kilograms (gross weight). Payment will be made in Hong Kong by Irrevocable Letter of Credit from Hang Lung Bank. Quote C&F Hong Kong. Bank ref: Hypo Bank, A-5400 Hallein, Austria. Contact: Norbert Doblinger, Navtran Handelsagentur, Neualmerstrasse 10, A-5400, Hallein, Austria. Phone: 06245/5037.
- 1774 Pulses (Portugal). Agent for Portugal firm is interested in dry beans (all varieties). Purchase of 150 metric tons. (More likely if price and quality are satisfactory.) Usual export packaging in bags. Quote C&F Lisbon, Portugal. Bank ref: Standard Chartered Bank Ltd., Hamburg Branch. Contact: Eberhard Eberle, R. Stechmann & Co., Oderfelder Str. 9, D-2000 Hamburg 13, W. Germany. Telex: 214380 (answer back: Eber D). Cable: KASKAZI, Hamburg. Phone: 040-48 14 51.
- 1775 Poultry joint venture (Nigeria). A feasibility report for a large scale poultry farms project in Oguw State has been completed and received Nigerian Government approval. A copy of the report and other details are available from the contact below. Bank ref: National Bank of Nigeria Ltd., Balogun Branch. Contact: T. A. Beko, Managing Director, Okiki Olu Trading Company Ltd., P.O. Box 9882, Lagos, Nigeria. Cable: OKIKI OLU, Lagos.
- 1765 Apples (France). Wants 4,000-5,000 tons each of Granny Smith and double red varieties, diameter not less than 76 mm, 88 to 100 apples per carton, shipment immediately and up to January/February, 1980. Quote CIF Formosa. Bank ref: Banque Nationale De Paris in Rungis (94000). Contact: Mr. Husson, Scapa, 1 to 11, Rue Du Putis Dixme, Zone Senia Sud, 94577 Rungis Cedex, France. Telex: 260760 F. Phone: 687.23.51.
- 1780 Broiler drumsticks (Canary Islands). Wants to buy 4-5 mt per month of broiler drumsticks, choice and medium, standard packaging (6 and 10-kilo boxes), delivery as soon as possible. Quotations: CIF Tenerife or Las Palmas. Bank ref: Caja General De Ahorros. Contact: Jose M. Perez Torres, Jose Marcelo Perez Torres, Goya, 2 - Santa Cruz De Tenerife, Canary Islands. Telex: 92011 Cbina-E. Phone: (922) 21 40 75.

- 1781 Forage seeds (France). Interested in buying French varieties of forage seeds. Bank ref: Credit Agricole, La Roche Sur Yon (85003). Contact: M. Moreau, Semouest Route de Nantes, B. P. 402, 85003 La Roche Sur Yon, France. Telex: 700823. Phone: (51) 37.14.91.
- 1782 Apple juice (Israel). Agent for Egypt requests FOB New York quotations for container load of S/S unsweetened carbonated or plain apple juice, consumer size. 225g. Labels to be supplied by agent. Bank ref: Bank Leumi BM, Bograshov Branch, Tel Aviv. Contact: Oded Gottfried, Gotel, 72 Bograshov Street, Tel Aviv, Israel. Telex: 35771 Coin II Att. Gotel. Phone: 03-222701.
- 1783- Dried milk and egg products, canned milk, butter (Canada). International trader 1785 wishes to contact U.S. suppliers of top quality whole milk powder, skim milk powder, whole egg powder, whole evaporated milk, condensed milk, egg yolk powder, egg albumen, butter. Quotations: CIF Piraeus, Athens Greece, Karachi, Pakistan, Kuala Lumpur Malaysia. Quantity will be notified by firm after receiving quotations. Supplier should indicate type of export packaging. Delivery within sixty days after establishing Letter of Credit. Bank ref: Royal Bank of Canada, 2 Queen St., Tottenham, Ontario Log 1W0. Contact: Basil P. Dass, International Traders, P.O. Box 142, Tottenham, Ontario Log 1 W0, Canada. Phone: (416) 936-2393. Telex: Can 065-25318 (Quote company name in message). Cable: NIRMAL.

Foreign Trade Developments

Sales Team to Costa Rica and Panama. You are invited to join an FAS sponsored sales team to Costa Rica and Panama, January 27 - February 1, 1980. The Team will consist of 6-8 firms representing non-competing lines. The participation fee is \$200, and applications will be accepted on a first - come basis. The countries to be visited are growing markets for a wide variety of U.S food products. Some of the items which offer good sales potential include: Meat Products-Whole turkey, turkey rolls, pork tails, canned hams, smoked pork products, frozen kosher foods, frozen trout, Alaskan Crab claws, frozen crab meat for hotels, and specialty meats. Fruit and Vegetable Products-Fresh apples, pears and peaches, raisins, prunes, peanuts, almonds, walnuts, canned vegetables (institutional packs). Dairy Products-Cheese. Others-Salad dressing, barbecue sauces, dried seasonings, vegetable oil, potato and corn chips, pretzels, flavoring extracts, Mexican type food lines, American-Chinese type canned foods, frozen pastry, canned pork & beans (consumer pack) and wines. Appointments with potential buyers will be made for all team members at each stop. For additional information and application forms contact Levi L. Turner, Project Leader, Export Trade Services Division, FAS, U.S. Department of Agriculture, Washington, D.C. 20250. Telephone (202) 447-7787.

ARGENTINA REMOVES BAN ON HIDE EXPORTS - U.S. REDUCES DUTIES . . . As of October 1, 1979, Argentina will remove its ban on the exports of cattlehides and institute an export tax of 20%. According to a tentative agreement between Argentina and the U.S., the export tax will go to 15% on April 1, 1980; 10% on October 1, 1980; 5% on April 1, 1981; and zero on October 1, 1981. In turn, the U.S. agrees to reduce its duties on leather to 2% effective October 1, 1979; 1%. October 1, 1980, and zero on October 1, 1981.



Food and Marketing Development

The Fourth Annual Iowa Winter Beef Expo -- Feb. 17-22, 1980, at the Iowa State Fairgrounds, Des Moines, Iowa. Top beef breeding stock from Iowa and the Midwest from the performance testing bull program of the Iowa Beef Improvement Association will compete in the exposition. Breeds represented are Angus, Charolais, Chianina, Gelbveih, Hereford, Limousin, Main-Anjou, Murray Grey, Polled Hereford, Red Angus, Simmental, Shorthorn and South Devon. Last year at the Winter Beef Expo nearly \$1 million worth of cattle were sold to breeding herds throughout the U.S. and Canada. For more information contact the Marketing Division, Iowa Department of Agriculture, Wallace Building, Des Moines, Iowa 50319. Phone: (515) 281-5993. TWX: 910-221-5686.

Correction September 21, 1979 Export Briefs-The Animal Air Transportation Association's Fifth Annual Convention will be held in Washington, D.C., October 30 - November 1, 1979, at the Hotel Washington. For details contact Thomas M. Poerstel, Office of Transportation, Room 1405, Auditors Bldg., USDA, Washington, D.C. 20250, telephone (202) 447-7481.